RA 23

Offerors’ Conference

April 27, 2022
Webinar
Webinar Information

• If you experience any technical difficulties with the webinar, please contact Lydia Szydlo (843) 760-3576 or Nick Laney (843) 760-3485.
  
  • For questions **specific to the content of the conference**, please use the “Q&A” function on the Zoom® bar to submit a question to the organizer (only the organizer will be able to view your question).
Agenda

• Welcome
• Program Information
• Summary Proposal Development Guidelines
• Summary Proposal Submission and Selection Process
• Research Announcement Timeline
• Wrap-Up
Conference Objectives

Help the potential Offeror understand the:

• Proposal Preparation Requirements
• Evaluation Factors
• Selection Process
• Hints and Lessons Learned
• Key Terms and Conditions for Award
Keep in Mind:

• The **Research Announcement (RA) 23 Solicitation and referenced materials** published by NSRP and posted to the NSRP website are the **OFFICIAL** sources of information regarding the active solicitation.

• These slides are intended as an unofficial supplement, and not as a replacement, for the solicitation.

• **Amendments** to the official solicitation, if required, will be posted on the **NSRP** website.

• Action on any information from **other sources, including these slides, is done at your own risk.**
Program Information
The mission of the National Shipbuilding Research Program (NSRP) is to employ a unique collaborative framework to research, develop, mature, and implement industry-relevant shipbuilding and sustainment technologies and processes, improving efficiency across the U.S. shipyard industrial base and meeting future demand.
Information on NSRP Shipyard Delegates is located on the NSRP Website [here](#).
Operations

Strategic Investment Plan
Technology Investment Plan

Executive Control Board

NSRP R&D Project Portfolio
Competitive Selection

Panel Projects
- Up to $150K
- 1 Year duration

RA Projects
- $ Millions
- Up to 24 months
- Multi-phase

Rapid Adoption Projects
- Accelerated review and approval
- Up to 9 months and $150K

Feedback:
- Metrics/Benchmarking

Implementation

Technology Transfer
- Panel Meetings
- Conferences
Strategic and Technology Investment Plans

• The Strategic Investment Plan describes strategic objectives that promote the NSRP mission consist of funding projects that affect total ownership cost

• The Technology Investment Plan identifies specific topics of particular interest for the current year by Major Initiative area

• Both documents are available on the NSRP website (www.nsrp.org)
Proposal Development Guidelines
Summary of Changes for RA23

• **NOTE:** The below items are only a few of the changes incorporated in this year’s solicitation package. Refer to the posted documents for the complete requirements.

• **Solicitation:** Implemented BAA Information Delivery System (BIDS) for submissions, added wording to discourage proposals that would require all or most available program funding, and added Controlled Unclassified Information (CUI) protection

• **Proposal Preparation Kit (PPK):** Changed “Definitions” section, Offerors need to include an Offeror Information page after cover page, added language requiring task descriptions and cost estimates for all Public Sector Project Participants prior to BRP, clarified the proposal ROI calculation needed within the Summary Proposal, and included language for the full Cost Proposal that the proportion of cost share for the initial phase shall at least match the Summary Proposal’s Phase 1 proportion of cost share

• **Technology Transfer and Implementation Guide (TTIG):** Added ROI calculation as part of Phase Go/No-Go determination and updated Deliverable Marking and Distributions Statements section

• **Statement of Work Guide/Task Order Agreement Attachment 1:** Specifies Go/No Go criteria for Phase advancement

• **Cost Proposal Guidelines:** Specifies a bid validity duration of 180 days from submission date of the cost proposal

See the solicitation documents for all proposal requirements
Proposal Process

Offeror Teams
Submit Summary Proposals

Summary Proposal Screening

Technical Evaluation Review Panel
Creates a ranked ordered list

Blue Ribbon Panel
Creates recommended and standby portfolio

Executive Control Board
Selection and standby decisions

Selected Offerors
Provides Full Cost Proposal, Statement of Work, Tech Transfer & Implementation Plan

Award

Cost Analysis/Final Tech Review
Summary Proposal

- **10 page limit** (cover page, Offeror Information page, and attachments excluded) includes the following components:
  - Technical Summary
  - Business Case
  - Technology Transfer and Implementation summary description

- As **required** by the **Joint Funding Agreement (JFA)**, the summary proposal **must** include the Government Purpose Rights statement referenced in the PPK.

See Section 3.0 of the Proposal Preparation Kit (PPK) (General Instructions)
Summary Proposal

• Technical Summary:
  • Synopsis
  • General Objective
  • Technical Approach – Summary of how the project will approach the problem, and the key innovations expected from the project.
    • Provide **sufficient technical detail** and analysis to support the technical approach being proposed.
    • Clearly **identify the core of the intended approach**. It is not appropriate to simply address a variety of possible solutions to the technology problems.

Proposal language should be **clear and direct**. Evaluators should **not** have to work to figure out what you are proposing.
Summary Proposal

• Technical Summary:
  • Current State and Relevant Efforts
    • Results of/evidence of the current state of the art/literature searches and how your approach compares to prevent duplication of efforts.
    • Connections to and distinctions from ongoing or past projects in the general technology area/process being addressed.
    • If the proposed project will not result in planned implementation, provide a “roadmap” to implementation, including targeted platform or hull number.
    • Identification of Government funding (Federal, State, or local) sources for a current effort(s) or one being proposed within the next 12 months that is similar to the work being proposed.
Summary Proposal

• Technical Summary:
  • People and Organizational Impacts – The project’s approach to addressing people and organizational impacts, including how, in the context of performing this project:
    • Organizational change/cultural change will be accommodated
    • Current human resource functions will be impacted
    • Workforce Development (education/training) will be addressed
  • Technology Readiness Level
    • Identify the **starting Technology Readiness Level (TRL)** of the proposed process or technology, and state the **predicted TRL at successful project completion**.
Summary Proposal

• Business Case:
  • Describe the **business opportunity** that your project will address. Include:
    • Likely products
    • Target market
    • Potential customers (e.g., specific Navy platforms)
    • Size of market opportunity
    • Avenues for broad diffusion of benefits
    • Rationale for your choices

Offerors are strongly encouraged to build their proposal around the **underlying Business Case**
Summary Proposal

• Business Case:
  • Include well-defined, quantified metrics so that a Return on Investment (ROI) can be calculated.
    • Compliance with the formal ROI Guidance Document is not mandatory for the RA 23 Summary Proposal.
  • Metrics should include:
    • Project costs (both program funds and cost share, listed separately)
    • Estimated implementation costs
    • Predicted cost reductions to be realized through implementation of successful project results
Summary Proposal

• Business Case:
  • Predicted cost reductions should be:
    • Expressed in dollars
    • Based on well-defined metrics that will demonstrate a quantifiable ROI
    • Generic rate data should be used in lieu of information considered to be company-proprietary
    • Basis and source of cost information must be included

Cost reductions include both actual savings and cost avoidance, both immediate and future.
Summary Proposal

• Business Case:
  • When exact numbers are not available, the project team should derive reasonable estimates by making, and explaining, assumptions based on:
    • Historical cost information
    • Past experience
    • Comparisons to similar innovations/processes

Business Case/ROI section of Summary Proposals will be a major discriminator in the project selection process
Summary Proposal

• Technology Transfer and Implementation:
  • Discussion should include:
    • Credible plans for dissemination of project developments
    • Proposed presentations, demos, pilots, etc.
    • Availability of project deliverables to industry
    • Previous and/or planned engagement with Government or other stakeholders to facilitate transition to industry
Summary Proposal

• Technology Transfer and Implementation:
  • Discussion should include:
    • Impact of proprietary material on transition and technology transfer
    • Plans for implementation within the proposing shipyards, including evidence of senior management support
    • Identify specific factors that pose a risk to successful implementation of project results
    • Appendices E & F in PPK contain a list of project categories (e.g., process change or design change) and potential risk factors
Summary Proposal Tables
(Attachment 1)
Summary Proposal

• The following **tables** shall be included in **Attachment 1** of your proposal:
  • Participants
  • Summary Work Statement and Funding Plan
  • Key Deliverables, Go/No-Go Criteria
  • Total Man-Hour Summary
  • Total Material/Equipment Summary
  • Property to be Acquired or Developed
  • Risk Management
  • Metrics/Benefit Realization
  • Cost Summary
  • Financial Viability
• Use this table to highlight your project team (including Public-Sector Project participants) and discuss WHY they are the right participants to make the project a success. You must include justification for having less than 2 shipyard participants on the project team.

<table>
<thead>
<tr>
<th>Project Participants</th>
<th>Role and Key Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shipyard AAA</td>
<td></td>
</tr>
<tr>
<td>Shipyard BBB</td>
<td></td>
</tr>
<tr>
<td>Company CCC</td>
<td></td>
</tr>
<tr>
<td>Organization DDD</td>
<td></td>
</tr>
<tr>
<td>Navy Laboratory EEE</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
</tr>
</tbody>
</table>

Formal Letters of Commitment are NOT required for the summary proposal, but will be required for proposals that advance to the Blue Ribbon Panel.
• Phases **must be** sequential, non-overlapping and less than or equal to 12 months

<table>
<thead>
<tr>
<th>Phase Number</th>
<th>1</th>
<th>2</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duration (Months)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NSRP Program Funding</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Cost Share</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Public Sector Participant Provided Funds</td>
<td>$</td>
<td>$</td>
<td>$</td>
</tr>
</tbody>
</table>
### Table 3 – Key Deliverables, Go/No-Go Criteria

<table>
<thead>
<tr>
<th>Key Deliverables (Major Milestones)</th>
<th>Criteria for &quot;Go/No-Go&quot; Decision on Subsequent Phase</th>
</tr>
</thead>
</table>
| • Nationwide survey and analysis of shipyard injury and illness trends  
  • An analysis of risk factors that contribute to leading causes of shipyard accidents, injuries and illness | • Survey successfully completed  
• Analysis documented and submitted and approved?  
• Review of analysis indicates high quality  
• Technology Transfer & Implementation Plan updated  
• Formal ROI calculation submitted and approved |
Table 4 – Total Man-Hour Summary

*(NSRP Funded and Cost Shared, combined)*

- Organizations on this table should track with your **Participants Table** and the proposal **cover sheet**. Any inconsistencies **must be explained**

<table>
<thead>
<tr>
<th>Major Task #</th>
<th>Task Title</th>
<th>Participant 1 Man-Hours</th>
<th>Participant 2 Man-Hours</th>
<th>Participant 3 Man-Hours</th>
<th>Total Man-Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
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<tr>
<td>3</td>
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<td>...</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Table 5A – Material/Equipment Summary

*(NSRP Funded and Cost Shared)*

- Table 5 must include quantity, price per unit, and how cost was derived.

<table>
<thead>
<tr>
<th>Material Description</th>
<th>Quantity</th>
<th>Price per Unit</th>
<th>How was cost derived?</th>
<th>How will material/equipment be used to support project?</th>
</tr>
</thead>
<tbody>
<tr>
<td>See Section 4.5.5 of the PPK</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Total Material/Equipment Summary)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>


**Table 5B – Property to be Acquired or Developed**

- **Note:** “Property” means any items that will be acquired or developed during the project and will remain as tangible personal property at the end of the project. It does not include material consumed during the project. All such property proposed will be reviewed by NAVSEA during the source selection process. Property valued at $50,000 or more and its disposition is subject to NAVSEA approval prior to project award.

<table>
<thead>
<tr>
<th>Property Description</th>
<th>Quantity</th>
<th>Total Value</th>
<th>How was value determined?</th>
<th>What is proposed for property disposition at project end?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>


Table 6 – IP Assertions

- The Offeror asserts for itself and all its Project Participants identified below that the Government's rights to use, release, or disclose the following technical data or computer software should be restricted.

<table>
<thead>
<tr>
<th>Technical Data/Computer Software to be Furnished with Restrictions</th>
<th>Basis for Assertion</th>
<th>Asserted Rights Category</th>
<th>Name of Offeror Asserting Restrictions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name or description of tech data or software</td>
<td>Developed at private expense</td>
<td>Limited</td>
<td>Company X</td>
</tr>
</tbody>
</table>
Table 7 – Risk Management Table

<table>
<thead>
<tr>
<th>Risk Area</th>
<th>Risk</th>
<th>Avoidance/Mitigation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Schedule</td>
<td></td>
<td>See Appendix F of the PPK</td>
</tr>
<tr>
<td>Cost</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Table 8 – Project Metrics

- Should follow from **and** validate **Business Case.**

<table>
<thead>
<tr>
<th>Metric</th>
<th>“As-Is” Baseline</th>
<th>Project Goal</th>
<th>Delta</th>
<th>% Change (+/-)</th>
<th>Tracking &amp; Reporting Plan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ship repair cycle time</td>
<td>120 Days</td>
<td>85 Days</td>
<td>35 Days</td>
<td>-29%</td>
<td>Select a similar ship availability as baseline; document cycle time at the end of the job</td>
</tr>
<tr>
<td>Transaction cost for</td>
<td>$700</td>
<td>$125</td>
<td>$575</td>
<td>-82%</td>
<td>Report quarterly as process improvements are implemented</td>
</tr>
<tr>
<td>parts in inventory</td>
<td>20,000</td>
<td>12,000</td>
<td>8,000</td>
<td>-40%</td>
<td>Set a monthly part reduction goal and assess each month; report quarterly the reduction and any changes to the plan to reach project goals</td>
</tr>
<tr>
<td>Technology Readiness</td>
<td>4 – Component/breadboard validation in</td>
<td>7 – Prototype validation in operational environment</td>
<td></td>
<td></td>
<td>Demonstrate prototype of technology in shipyard production environment</td>
</tr>
<tr>
<td>Level</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
• Provide **sufficient evidence** with which reviewers can make an initial determination that the proposal **cost** is **realistic** and **relative** to the proposal.
Table 9 – Cost Summary Table

• Cost Summary Table **must** include:
  • **Program Funding** – Broken down by cost element (e.g., labor, travel, materials, team members, subcontractors, Funded Public Sector Project Participants).
  • **Cost Share** – Broken down by contributing organization and indicating the associated cost share categories (see PPK).
  • **Public Sector Project Participant-Provided Funding** – Broken down by contributing organization for all public sector project participants (Federal/State/Local) whose contributions **cannot** be counted as cost share.
Cost Share Categories:
• Cash (including donations from state or local governments)
• Labor costs (including labor-related fringe benefits)
• Expenses associated with allowable labor cost categories that are not billed directly to program funds
• Independent research and development (IR&D)
• Overhead (excluding labor-related fringe benefits)
• General and administrative (G&A) services
• Manufacturing and production engineering (M&PE)
• Implementation costs within the period of performance of the project
• In-Kind Cost Share
  • The reasonable value of equipment, materials, or other property used in the performance of the Statement of Work
• Intellectual property owned by the private sector (market value)
• Space (land or buildings)
All proposed cost share must be either:

• Direct Project R&D or administration of the same project OR
• Program cost share, related to other execution of the NSRP Program, concurrent with the period of performance of the specific RA project

Section 4 of Cost Proposal Guidelines provides an extended definition for program cost share

• Must meet the same Cost Origin requirements

If you still have questions, consult the ATI point of contact for guidance
Table 9 – Cost Summary Table

• Software/Software licensing requirements:
  • Amounts of cost share proposed for the provision of software/software licenses should be prorated for the period of time during the project in which the software will actually be required, as well as the number of licenses required to complete all relevant tasks.

See Section 4.6.9.2 of the PPK
Cost Share requirements:

For projects proposed with less than 50% cost share, a detailed rationale is required for why the goal could not be achieved and/or why that is appropriate based on factors such as project team composition, technology risk, implementation mechanism, etc.

Note: If selected for award, the Final Cost Proposal will require a breakdown of cost share based on its origin, Federal or Non-Federal. Details on providing this breakdown are in Cost Proposal Guidelines.
## Program Funding

<table>
<thead>
<tr>
<th>NSRP Program Funds</th>
<th>Description</th>
<th>Amount ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Funding Category</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Offeror Labor (dollars only)</td>
<td>Engineering, Program Management, Manufacturing</td>
<td>$150,000</td>
</tr>
<tr>
<td>Offeror Travel</td>
<td>6 trips to team meetings, technology transfer events</td>
<td>$10,000</td>
</tr>
<tr>
<td>Team Members (contributing cost)</td>
<td>Shipyard A</td>
<td>$100,000</td>
</tr>
<tr>
<td>Subcontractors (not contributing cost)</td>
<td>University of Academia</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>Lawyers R Us, LLC</td>
<td>$10,000</td>
</tr>
<tr>
<td></td>
<td>Material</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Equipment</td>
<td>$1,000</td>
</tr>
<tr>
<td></td>
<td>Other Direct Cost</td>
<td>$5,000</td>
</tr>
<tr>
<td></td>
<td>Subtotal</td>
<td>$416,000</td>
</tr>
<tr>
<td>NSRP-Funded Public Sector Project Participant - Labor</td>
<td>Naval Surface Warfare Center Carderock Division</td>
<td>$5,000</td>
</tr>
<tr>
<td><strong>TOTAL PROGRAM FUNDS</strong></td>
<td></td>
<td>$421,000</td>
</tr>
</tbody>
</table>

*DO NOT INCLUDE LABOR HOURS IN THIS PORTION – ONLY FUNDING AMOUNTS!*
### Cost Share

<table>
<thead>
<tr>
<th>Category</th>
<th>Contributing Organization</th>
<th>Amount ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Labor</td>
<td>(Offeror)</td>
<td>$150,000</td>
</tr>
<tr>
<td>Labor, Materials</td>
<td>Shipyard A</td>
<td>$100,000</td>
</tr>
<tr>
<td>Labor</td>
<td>Shipyard B</td>
<td>$50,000</td>
</tr>
<tr>
<td>Use of software</td>
<td></td>
<td>$25,000</td>
</tr>
<tr>
<td><strong>TOTAL COST SHARE</strong></td>
<td></td>
<td>$325,000</td>
</tr>
</tbody>
</table>

### Public Sector Project Participant Provided Funding

<table>
<thead>
<tr>
<th>Category</th>
<th>Contributing Organization</th>
<th>Amount ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Labor</td>
<td>Naval Surface Warfare Center Carderock Division</td>
<td>$13,000</td>
</tr>
<tr>
<td><strong>TOTAL PUBLIC SECTOR PROJECT PARTICIPANT PROVIDED FUNDING</strong></td>
<td></td>
<td>$13,000</td>
</tr>
</tbody>
</table>

**TOTAL PROJECT COST** $759,000

**TOTAL PROJECT COST MINUS PUBLIC SECTOR PROVIDED FUNDING** $746,000

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*DO NOT INCLUDE LABOR HOURS IN THIS PORTION – ONLY FUNDING AMOUNTS!*
<table>
<thead>
<tr>
<th></th>
<th>Year T-3</th>
<th>Year T-2</th>
<th>Year T-1</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income Statement</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Sales</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of Sales (Cost of Goods Sold)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>R&amp;D Expenditures</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income Before Taxes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Balance Sheet</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Liabilities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loans and Leases Payable</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Worth (Owner’s Equity)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Employment Information</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Number of Full-Time Employees</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Number of Part-Time Employees</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Current Dun and Bradstreet financial report is preferred
Proposal Submission and Selection Process
Submitting Proposals

• Format
  • Microsoft Word 2007 (or later) compatible
  • PDF *(must be)* searchable document, *not scanned*

• Submission Method
  • File upload via BAA Information Delivery System (BIDS) site
    • Step-by-step Instructions in the PPK
  • Offerors should only create one account within the BIDS site
    • If you have an account within BIDS already, you will need to use that account
  • Can continuously update/replace submissions up to due date

This is a new delivery method that is used with other programs within ATI.
Submitting Proposals

- Proposals are due to ATI by **noon Eastern Time Monday, 18 July 2022**
  - Proposals can be submitted earlier than the due date
- Late proposals **will be rejected** – no extenuating circumstances
- **No extensions** are anticipated
- Submit your proposal **early** to avoid issues
Proposal Process

Offeror Teams
Submit Summary Proposals

Summary Proposal Screening

Technical Evaluation Review Panel
Creates a ranked ordered list

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Award

Navy Sponsors
Technical Evaluation Review Panel

• Overview
  • Pool of non-shipyard technical experts from industry, academia, and Government
  • Grading system based on disclosed factors
  • Conflict of Interest precautions
  • Non-disclosure precautions
  • Review of summary technical approach, business case, and cost data

• Reviewers
  • Many former shipbuilders
  • Other industries (e.g. aerospace or construction)
  • Commercial ship design firms
  • Maritime industry consultants
  • NAVSEA, PEO Staffs
  • Several experienced in Government source selection
  • **NONE** are actively employed by any US private shipyard

Technical Evaluation Factors are noted in the PPK (Appendix E).
Proposal Process

1. Offeror Teams Submit Summary Proposals
2. Summary Proposal Screening
3. Technical Evaluation Review Panel Creates a ranked ordered list
   - Blue Ribbon Panel Creates recommended and standby portfolio
4. Executive Control Board Selection and standby decisions
5. Selected Offerors Provides Full Cost Proposal, Statement of Work, Tech Transfer & Implementation Plan
6. Cost Analysis/Final Tech Review
7. Award
Blue Ribbon Panel

- Reviewers
  - Knowledgeable of current technology and business best practices
  - CEO/big picture perspective and background
  - Credibility with shipbuilding industry
  - Senior Navy acquisition experience/current responsibility
  - Experience with major industry transformations
Blue Ribbon Panel

• Portfolio & Best Value Analysis
  • Overall consistency with Research Announcement
  • Potential for industry-wide return on investment – impact on Navy Programs
• Diversification/Balance
  • Technologies (NSRP Major Initiatives)
  • Companies
  • Risks
  • Markets
  • Other NSRP Projects
Blue Ribbon Panel

• Portfolio & Best Value Analysis
  • Funding constraints
    • Future funding commitment/flexibility
  • Timing and synergy among projects and leverage with past or current R&D
  • Evaluations based on published factors (Appendix D of PPK)
Oral Reviews

- BRP review includes in-person presentations by Offerors:
  - **ONLY** for summary proposals down-selected for consideration
  - Provides better information for Blue Ribbon Panel
  - Faster clarification on technical questions

Presentation can include:

- Handouts, posters, electronic presentations
- Physical demonstrations
- Other formats (final list will be included in the RA)
- **Must bring Letters of Commitment** from project team members (Email from Government participants is sufficient)

Must provide:

- Task descriptions for any Government participant on the project
- Quad chart for the project to include pertinent project information, objective of the project, deliverables/benefits/ROI, and overall financial picture of the project
Blue Ribbon Panel

• The visual aids need to be approved to be used at Government briefings after being used for Blue Ribbon Panel briefings
  • Submit electronic files in advance
  • Grant ATI approval for further distribution within Government
ECB Project Selection

• Vote on Blue Ribbon Panel recommended portfolio
• Notify Offerors immediately after ECB decision to prompt development of:
  • Statement of Work
  • Technology Transfer and Implementation Plan
  • Full Cost Proposal
Proposal Process

1. **Offeror Teams**
   - Submit Summary Proposals

2. **Summary Proposal Screening**

3. **Technical Evaluation Review Panel**
   - Creates a ranked ordered list

4. **Blue Ribbon Panel**
   - Creates recommended and standby portfolio

5. **Executive Control Board**
   - Selection and standby decisions

6. **Selected Offerors**
   - Provides Full Cost Proposal, Statement of Work, Tech Transfer & Implementation Plan

7. **Award**

8. **Cost Analysis/Final Tech Review**
Post-Selection
Post-Selection

• Debriefings
  • Available to all Offerors, whether selected or not (per request)
  • Not a negotiation
  • Not a guarantee for selection in future years
Post-Selection Submission Materials

• Selected Projects will be **required** to develop and submit:
  • Complete Statement of Work
  • Detailed Technology Transfer & Implementation Plan
  • Full Cost Proposal
    • A detailed cost breakdown by cost element **will be required** for each selected project
    • Will be evaluated by ATI Finance and Contracting Staffs

Guidance for Cost Proposal is provided by Cost Proposal Guidelines
Additional Information
Disclosure

• Proposal evaluators, NSRP Executive Control Board, Major Initiative Team Leaders, and others in industry and Government will have access to your summary proposals and ideas

• Non-Disclosure Agreements and Conflict of Interest Certifications are used

• Proposed concepts may be used for future industry planning
Base Task Order Agreement (TOA)

• A type of Agreement modeled after the overarching NSRP Other Transaction Agreement (OTA)
• OTAs are much shorter and simpler than standard FAR-based procurement contracts
• Requires cost sharing by the recipient

Offerors must formally agree to the terms and conditions of the current base TOA on the proposal cover page or Offeror Information Page.
Task Order Agreement (TOA) Terms & Conditions

- Intellectual Property Rights (IPR)
  - Program funds are Government money
  - Government does not pay twice
  - NSRP is a collaborative effort designed to encourage teaming, sharing, and lifting the broad industry
  - IPR provisions must flow down to funded project participants
Task Order Agreement (TOA) Terms & Conditions

• Foreign Access to Technology
  • Must comply with the Export Administration Regulation (15 CFR 730-774) (EAR) or the International Traffic in Arms Regulations (22 CFR 120-130) (ITAR), and the National Industrial Security Program Operating Manual (DoD 5220.22-M) (NISPOM), insofar as the EAR, ITAR, and NISPOM apply to various activities performed in the execution of the project.

ATI **cannot** release you from Government laws such as ITAR.
Solicitation Timeline
Proposal Process

- Release RA Solicitation: 4/18
- Proposal Due to ATI: 7/18 Jul/Aug
- TERP: Jul/Aug
- BRP: Aug
- ECB Project Selection: Sept
- Projects on Contract: Jan
Program Resources
Looking for more information?

- Resource Documents
- Contact Information
- Panel Information
- Ad Hoc Initiatives
- Presentations
- NSRP History
- Solicitations
- Project Portfolio

www.nsrp.org
Questions?
NSRP-Contracts@ATI.org